



DEPARTMENT OF THE NAVY
NAVSUP FLEET LOGISTICS CENTER NORFOLK
1968 GILBERT STREET SUITE 600
NORFOLK VA 23511-3392

IN REPLY REFER TO
240A
22 JUN 2016
J&A# 16063

**JUSTIFICATION & APPROVAL
OTHER THAN FULL AND OPEN COMPETITION
(SOLE SOURCE)**

1. IDENTIFICATION OF AGENCY AND CONTRACTING ACTIVITY:

Requiring Activity: Commanding Officer, Navy Cyber Defense Ops Command
(NCDOC)
112 Lake View Parkway
Suffolk, VA 23435-2488

Contracting Activity: Commanding Officer
NAVSUP Fleet Logistics Center Norfolk (FLCN)
Contracting Department, Code 200
Norfolk, Virginia 23511-3392

Requisition Number: N3029A16RC089FS

2. NATURE AND DESCRIPTION OF ACTION:

Award of a contract on a sole source basis for tape data protection and recovery as required by Navy Cyber Defense Operations Command (NCDOC) in Suffolk, Virginia. This is a follow on requirement to start on August 26, 2016 for one base year, with an anticipated four (4) option years.

3. DESCRIPTION OF SUPPLIES/SERVICES:

Requirement is for the secure vaulting, protection, and preservation of magnetic media and related film and tape material; provide tape vaulting to serve as major disaster recovery center during emergencies and disaster testing, as well as daily tape vaulting requirements; provide secure transportation to/from the secure vault and NCDOC on a weekly basis; provide immediate (within 4 hours) delivery of media to NCDOC in case of emergency; provide full accountability of all media, to include online tracking; and, a dedicated account manager assigned to NCDOC, for the ability to contact 24/7 as needed in emergency situations.

Contractor is required to secure containers to hold all media, which shall be properly marked to annotate classification level. Security measures shall include maintaining all NCDOC media within these containers; all assigned containers having locks that use the same key (with copy held by NCDOC Personnel), and full accountability for the containers at all times.

Requirement includes an approximate container quantity required to maintain media for, at a minimum, a two year storage period for each container. This number is estimated to be no more than 250 closed containers/vaults.

The proposed contract action is to acquire services for 1 base year, and four (4) one-year option periods.

Estimated Dollar Value

	Base Year	Option I	Option II	Option III	Option IV	Total
O&MN						

4. STATUTORY AUTHORITY PERMITTING SOLE SOURCE:

41 USC 1901(e)(2) - a sole source acquisition under the authority of the simplified procedures for certain commercial items, as implemented by FAR 13.501(a).

5. RATIONALE JUSTIFYING USE OF CITED STATUTORY AUTHORITY:

Market research, as detailed in section 6, has shown that Iron Mountain is the only known contractor servicing the Hampton Roads area that provides tape data protection and recovery services that includes digital media. Market research revealed multiple local companies (SunGard, Shred-King, SK Record Storage and Stealth Shredding) that provide record and document services, for the purpose of protecting paper records; however, they do not provide services for magnetic media, as required by NCDOC. An additional company, Recovery Point, offers all the services required, but does not service the Hampton Roads Area as required.

Impact to the organization as a result of not obtaining this service could be loss of critical cyber information in the event of a natural, or other, disaster. Additional impacts would be signification delays in protecting sensitive information, and increased costs to the Government. Increased costs could be a result of obtaining, by either lease or purchase, an off-site storage area that meets the environmental and security requirements for safe and secure storage; transportation man-hours as provided by either military or civil service personnel; and the associated costs of transportation (e.g., fuel, maintenance, and lease or purchase).

6. DESCRIPTION OF EFFORTS MADE TO SOLICIT OFFERS FROM AS MANY OFFERORS AS PRACTICABLE:

The synopsis, as required by FAR 5.201, will be published on the Government-wide point of entry via Navy Electronic Commerce Online (NECO) as intent to negotiate on a sole source basis with Iron Mountain.

Market Research

The requiring activity and contracting activity have conducted market research among GSA schedule holders and likely open market contractors. The requiring activity certifies that the requirement can be met by a commercial service contractor.

Market research results from the previous procurement of the same services as the instant requirement was reviewed: contract number N00189-15-P-1285 (full and open competition) dated 25 August 2015.

Mandatory and preferred sources were reviewed. The items required are not available from a mandatory source. A review of GSA schedules did not result in any contractor that could meet the requirement with a majority of the requirement being covered by GSA pricing.

Iron Mountain provides off-site tape vaulting which serves as major disaster recovery during emergencies and disaster testing for Navy Cyber Defense Operations Command (NCDOC).

7. **DETERMINATION OF FAIR AND REASONABLE PRICE:** The Contracting Officer will determine anticipated price to the Government of the supplies covered by this J&A to be fair and reasonable by comparison to similar services and prior contract pricing.

8. **ANY OTHER SUPPORTING FACTS:** Based on market research, Iron Mountain is the only known company that can meet NCDOC's minimum requirement.

9. **ACTIONS TAKEN TO REMOVE BARRIERS TO COMPETITION:** At this time, there is only one known contractor that can provide the service with the capabilities required by NCDOC. A review of the market will be performed as part of each new requirement for the same or similar items and if other sources are identified, a competitive solicitation procedure will be followed.

10. **CONTRACTING POINT OF CONTACT:**

The point of contact at NAVSUP Fleet Logistic Center Norfolk is Donna Curry, who can be reached at (757) 443-1256 or by email at donna.curry@navy.mil.